

**PX 177**

Message

**From:** Ron Will [redacted@ripple.com]  
**on behalf of** Ron Will <[redacted@ripple.com]> [redacted@ripple.com]  
**Sent:** 4/23/2019 4:38:15 PM  
**To:** [redacted@ripple.com]  
**Subject:** Additional materials

[redacted]

Great meeting today.

Please see the materials attached:

- [redacted] Non-deal Roadshow logistics, feedback and summary
- [redacted] Non-deal Roadshow presentation
- Project Raven (Fundraising) Company overview (similar to [redacted] NDR presentation)
- Project Raven (Fundraising) Financial presentation
- Q1 2019 dashboard and analytics

Happy to quickly walk you thru any of the information - let me know what might be most helpful.

Best,  
Ron

--  
Ron Will  
Chief Financial Officer | Ripple  
[redacted@ripple.com] | [ripple.com](http://ripple.com)





# Modernizing Global Payments

LEADING A REVOLUTION WITH BLOCKCHAIN AND DIGITAL ASSETS

April 2019



CONFIDENTIAL

1



# Agenda

1. What's the Deal?
2. The Global Payments Opportunity
3. RippleNet: Next-Gen Infrastructure
4. We're in the Lead
5. Regulatory Engagement
6. XRP

CONFIDENTIAL

2



# What's the Deal?



CONFIDENTIAL

3



2017-2019

## Cryptocurrency Market Capitalization

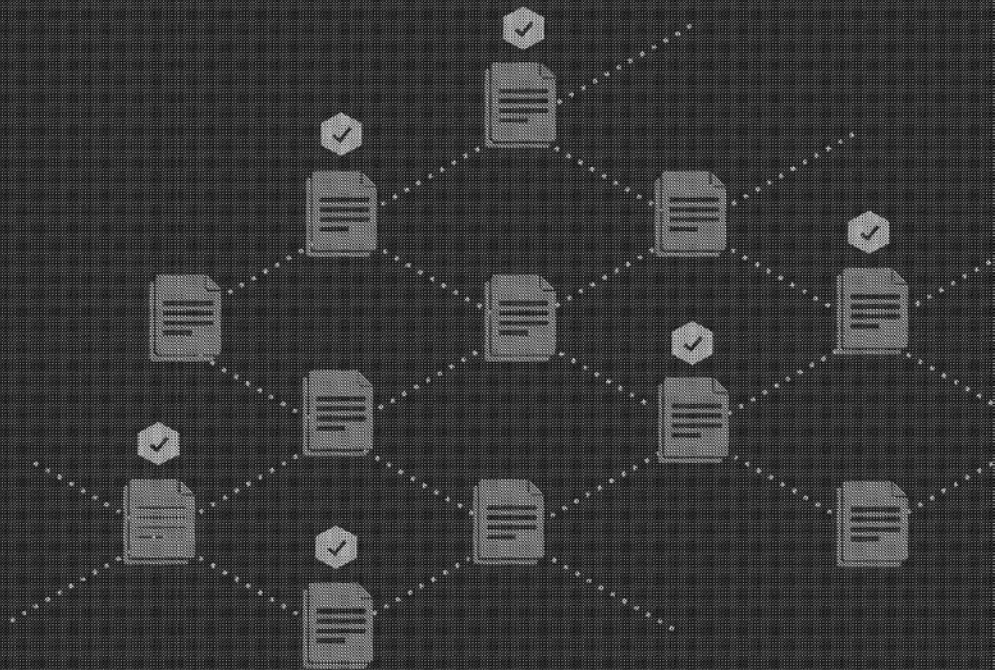


CONFIDENTIAL

4



## The Innovation: Truth with No Central Authority



CONFIDENTIAL

5



## The Possibilities Are Endless

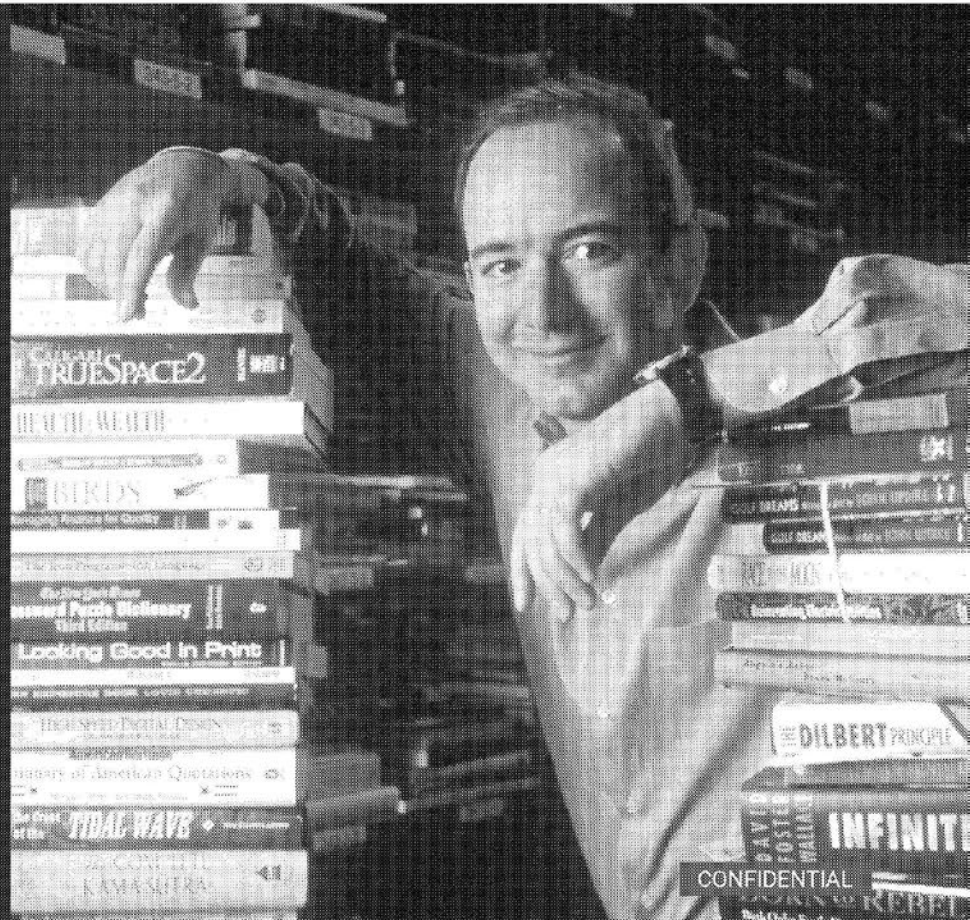
Marketing Wills Real Estate Travel  
Automotive Inheritances Education  
File Sharing Music Streaming Forecasting  
Media Charity Banking Healthcare  
Internet of Things Medical Sustainability  
Legal Cloud Storage Energy Ride Sharing  
Law Enforcement Identity  
Insurance Cybersecurity Voting  
Public Transportation Credit History Government  
Human Resources Donations Commercial Vehicles  
Digital Rights

CONFIDENTIAL

6



## Before Selling Everything, Amazon Sold Books



FOIA CONFIDENTIAL TREATMENT REQUESTED BY RIPPLE LABS, INC.

RPLI\_SEC 0268800



## Our Vision

The Internet of Value:  
Enable the world to move value like  
information moves today.

CONFIDENTIAL

8



## Our Mission

Remove friction from  
global payments.

CONFIDENTIAL

9



# The Global Payments Opportunity



CONFIDENTIAL

10



## A Large and Growing Opportunity

27 \$TRILLION  
in cross-border  
payments

10 \$TRILLION  
in trapped  
liquidity



Source: The Boston Consulting Group; Ripple analysis

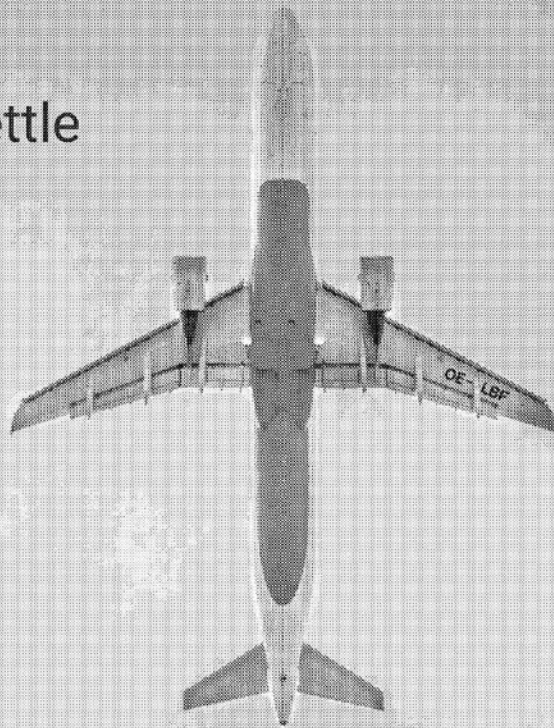
CONFIDENTIAL

11



# Slow

3-5 days to settle



CONFIDENTIAL

12



# Unreliable

6% of payments fail



Unable to connect to the Internet

Reload

More

CONFIDENTIAL

13



# Costly

## \$10 trillion trapped

CONFIDENTIAL

14

FOIA CONFIDENTIAL TREATMENT REQUESTED BY RIPPLE LABS, INC.

RPLI\_SEC 0268807



# RippleNet: Next-Gen Infrastructure



CONFIDENTIAL

15

FOIA CONFIDENTIAL TREATMENT REQUESTED BY RIPPLE LABS, INC.

RPLI\_SEC 0268808



## RippleNet Helps Financial Institutions Serve New Customer Demands



On-demand,  
real-time



Low-cost,  
inexpensive

100%  
✓✓✓

No delays  
or failures



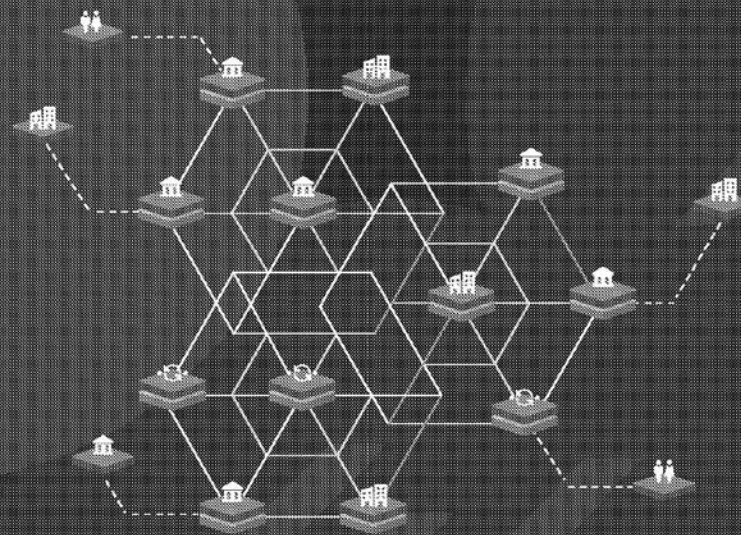
CONFIDENTIAL

16



## The RippleNet Ecosystem

Connect financial institutions  
to enable real-time, certain  
payments with xCurrent.



Provide financial institutions  
standardized access to  
RippleNet with

Offer financial institutions  
on-demand liquidity with xRapid.

CONFIDENTIAL

17



## Process Payments



Real-time, trackable global payments with no failures

- Rulebook for RippleNet adoption



CONFIDENTIAL

18

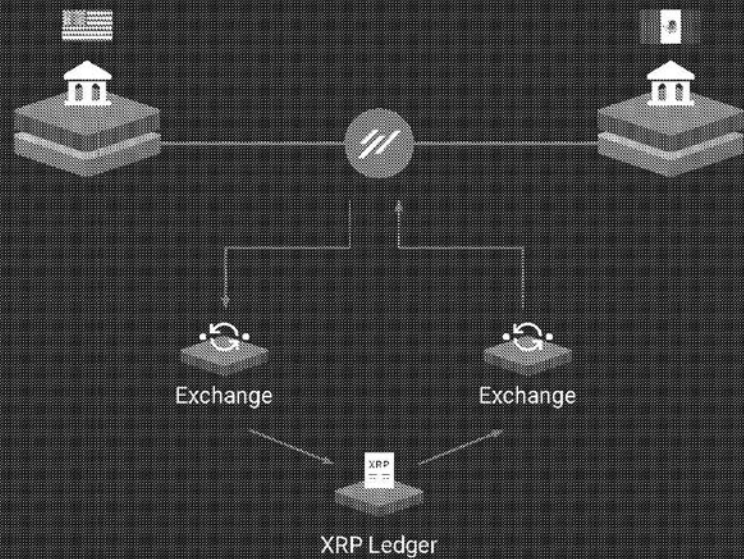


## Source Liquidity



### Lower liquidity costs

- On-demand liquidity sourcing
- Eliminate pre-funding



CONFIDENTIAL

19

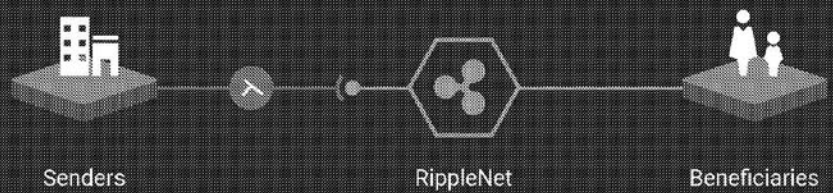


## Send Payments



### Standardized connectivity

- Include payment details
- End-to-end visibility



CONFIDENTIAL

20



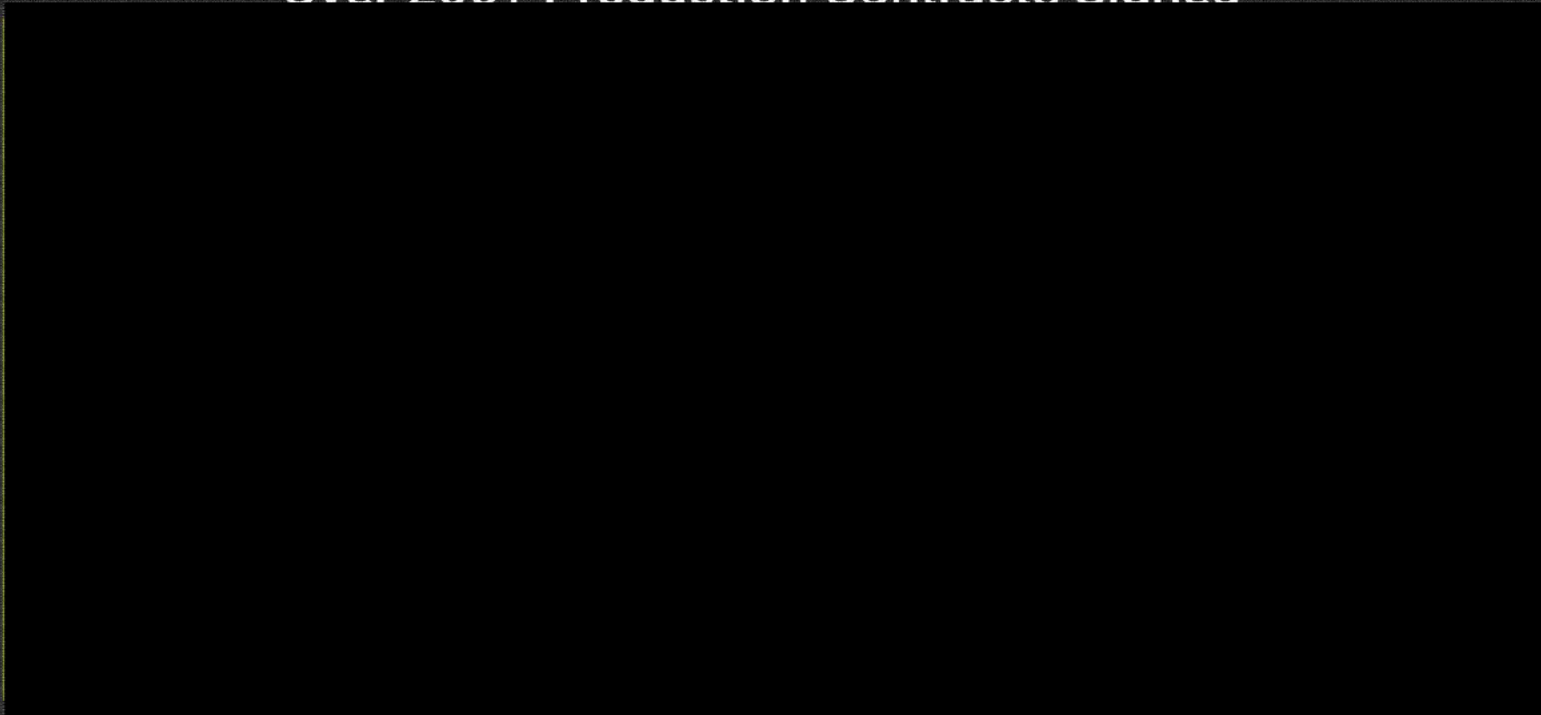
# We're in the Lead



CONFIDENTIAL 21



## Over 200+ Production Contracts Signed



CONFIDENTIAL 22